subsequently the Company's operating results relative to its operating results in prior periods and improves the comparability of the info by GAAP and thus are not comparable to similarly titled measures presented by other issuer

Non-GAAP Net income (loss), non-GAAP operating income, non-GAAP Adjusted EBITDA and non-GAAP earnings (loss) per share do not have a standardized meaning prescribed by GAAP and thus are not comparable to similarly titled measures presented by other issuers. The Company believes that the presentation of these non-GAAP measures enables the Company and its shareholders to better assess the Company's operating results relative to its operating results in prior periods and improves the comparability of the information presented. This non-GAAP information should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. You are encouraged to review the Company's filings on SEDAR and EDGAR. The Company makes no commitment to update the information above subsequently.

<table>
<thead>
<tr>
<th>Q1 FY17</th>
<th>Q2 FY17</th>
<th>Q3 FY17</th>
<th>Q4 FY17</th>
<th>FY17</th>
<th>Q1 FY18</th>
<th>Q2 FY18</th>
<th>Q3 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>$82</td>
<td>$84</td>
<td>$87</td>
<td>$91</td>
<td>344</td>
<td>$92</td>
<td>$91</td>
<td>$97</td>
</tr>
</tbody>
</table>

Enterprise software and services

BlackBerry Technology Solutions

License, IP & other

Software and services

Handheld devices

Service access fees

Revenue

$400 | $334 | $268 | $262 | 1,302 | 235 | 238 | 226 |

Cost of sales

Cost of sales

Inventory write-down

Total cost of sales

Gross margin

Operating expenses

Research and development

Selling, marketing and administration

Amortization

Impairment of goodwill

Impairment of long-lived assets

Loss on sale, disposal and abandonment of long-lived assets

Debentures fair value adjustment

Arbitration awards (charges)

Total operating expenses

Operating income (loss)

Investment income (loss), net

Income (loss) before income taxes

Provision for (recovery) of income taxes

Net income (loss)$670 | $732 | $117 | $47 | 1,208 | 671 | 19 | 278 |

Earnings (loss) per share

Basic earnings (loss) per share

Diluted earnings (loss) per share

Weighted-average number of common shares outstanding (000's)

Basic

Diluted

Non-GAAP Adjustments (Pre-Tax)$561 | $561 | $561 | $561 | 561 | 2 | 2 | 2 |

Patent abandonments

Goodwill impairment charge

Inventory write-down

Debentures fair value adjustment

Write-down of assets held for sale

R&I charges

CORE product recoveries

Software deferred revenue acquired

Stock compensation expense

Acquired intangibles amortization

Business acquisition and integration

Arbitration charges (awards)

Total Non-GAAP Adjustments (Pre-Tax)$669 | $771 | $126 | $79 | 1,295 | 851 | 7 | 291 |

Non-GAAP Gross Profit

GAAP revenue

Software deferred revenue acquired

Non-GAAP revenue

Total cost of sales

Non-GAAP adjustments to costs of sales

Non-GAAP Gross Profit

Adjusted EBITDA

GAAP operating income (loss)$655 | $732 | $114 | $57 | (1,187) | 538 | 22 | (258) |

Non-GAAP adjustments to operating income (loss)

Amortization

Acquired intangibles amortization

Adjusted EBITDA$58 | $58 | $58 | $58 | 58 | 2 | 2 | 2 |

Reconciliation from GAAP Net Income (Loss) to Non-GAAP Net Income (Loss) and Non-GAAP Loss per Share

GAAP net income (loss)$670 | $732 | $114 | $57 | (1,208) | 671 | 19 | 278 |

Non-GAAP adjustments (three months ended, after-tax)$669 | $771 | $126 | $79 | 1,295 | 851 | 7 | 291 |

Net income (loss) per share$0.00 | $0.00 | $0.00 | $0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Shares outstanding for Non-GAAP income per share reconciliation521,905 | 522,826 | 526,102 | 530,352 | 523,265 | 531,096 | 531,381 | 532,496 |
### BlackBerry Investor Relations Pre-Tax CORE Recovery Details

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY17</th>
<th>Q2 FY17</th>
<th>Q3 FY17</th>
<th>Q4 FY17</th>
<th>FY17</th>
<th>Q1 FY18</th>
<th>Q2 FY18</th>
<th>Q3 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selling, marketing and administration</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
</tr>
<tr>
<td>Total CORE recoveries</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
<td>$—</td>
</tr>
</tbody>
</table>

### BlackBerry Investor Relations Pre-Tax RAP Charge Details

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY17</th>
<th>Q2 FY17</th>
<th>Q3 FY17</th>
<th>Q4 FY17</th>
<th>FY17</th>
<th>Q1 FY18</th>
<th>Q2 FY18</th>
<th>Q3 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of sales</td>
<td>$7</td>
<td>$7</td>
<td>$5</td>
<td>$6</td>
<td>$25</td>
<td>$3</td>
<td>$3</td>
<td>$1</td>
</tr>
<tr>
<td>Research and development</td>
<td>$2</td>
<td>—</td>
<td>$(1)</td>
<td>3</td>
<td>4</td>
<td>3</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Selling, marketing and administration</td>
<td>$14</td>
<td>17</td>
<td>19</td>
<td>15</td>
<td>66</td>
<td>10</td>
<td>12</td>
<td>17</td>
</tr>
<tr>
<td>Total RAP charges</td>
<td>$23</td>
<td>$24</td>
<td>$23</td>
<td>$24</td>
<td>$95</td>
<td>$16</td>
<td>$16</td>
<td>$20</td>
</tr>
</tbody>
</table>

### BlackBerry Investor Relations Amortization of Intangibles and Property, Plant and Equipment Details

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY17</th>
<th>Q2 FY17</th>
<th>Q3 FY17</th>
<th>Q4 FY17</th>
<th>FY17</th>
<th>Q1 FY18</th>
<th>Q2 FY18</th>
<th>Q3 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>In cost of sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>$12</td>
<td>$12</td>
<td>$10</td>
<td>$9</td>
<td>43</td>
<td>$7</td>
<td>$4</td>
<td>$5</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>$6</td>
<td>$1</td>
<td>—</td>
<td>3</td>
<td>10</td>
<td>4</td>
<td>2</td>
<td>—</td>
</tr>
<tr>
<td>Total in cost of sales</td>
<td>$18</td>
<td>$13</td>
<td>$10</td>
<td>$12</td>
<td>53</td>
<td>$11</td>
<td>$6</td>
<td>$5</td>
</tr>
<tr>
<td><strong>In operating expenses amortization</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>$12</td>
<td>$8</td>
<td>$6</td>
<td>$7</td>
<td>33</td>
<td>5</td>
<td>5</td>
<td>$3</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>$42</td>
<td>$36</td>
<td>$37</td>
<td>$38</td>
<td>153</td>
<td>35</td>
<td>34</td>
<td>34</td>
</tr>
<tr>
<td>Total in operating expenses amortization</td>
<td>$54</td>
<td>$44</td>
<td>$43</td>
<td>$45</td>
<td>$186</td>
<td>$40</td>
<td>$39</td>
<td>$37</td>
</tr>
<tr>
<td><strong>Total amortization</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>$24</td>
<td>$20</td>
<td>$16</td>
<td>$16</td>
<td>76</td>
<td>12</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>$48</td>
<td>$37</td>
<td>$37</td>
<td>$41</td>
<td>$163</td>
<td>$39</td>
<td>$36</td>
<td>$34</td>
</tr>
<tr>
<td>Total amortization</td>
<td>$72</td>
<td>$57</td>
<td>$53</td>
<td>$57</td>
<td>$239</td>
<td>$51</td>
<td>$46</td>
<td>$42</td>
</tr>
</tbody>
</table>

The information above is supplied to provide meaningful supplemental information regarding the Company’s operating results because such information excludes amounts that are not necessarily related to its operating results. The Company believes that the presentation of these non-GAAP measures enables the Company and its shareholders to better assess the Company’s operating results relative to its operating results in prior periods and improves the comparability of the information presented. This non-GAAP information should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. You are encouraged to review the Company’s filings on SEDAR and EDGAR. The Company makes no commitment to update the information above subsequently.